

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 XMB-02 OPIC-03 EB-07 TRSE-00 L-02 SP-02

SS-15 NSC-05 CIAE-00 INR-07 NSAE-00 CIEP-01 H-02 /059 W

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R 250755Z APR 75

FM AMEMBASSY BUCHAREST

TO SECSTATE WASHDC 2486

INFO USDOC WASHDC

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DEPT PASS EXIM AND OPIC

E.O. 11652: N/A

TAGS: EEWT EMAE OVIP (AVRAM, IOAN), RO

SUBJ: AVRAM VISIT FOLLOW-UP

REF: BUCH 1535

1. AMBASSADOR HAS AGREED WITH MINISTER AVRAM TO MEET NEXT WEEK TO EVALUATE JOINTLY RESULTS OF MINISTER'S TRIP AND TO DETERMINE APPROPRIATE FOLLOW-UP ACTIONS. AS BACKGROUND FOR THESE DISCUSSIONS IT WOULD BE MOST HELPFUL TO HAVE RESUME OF MEETINGS WITH USG OFFICIALS (REQUESTED REFTEL) AS WELL AS INFORMATION CONCERNING OUTCOME OF DISCUSSIONS WITH PRIVATE FIRMS.

2. IN HIS CONVERSATION WITH AVRAM AT AIRPORT, AMEBASSADOR LEARNED THAT AGREEMENTS REACHED WITH TWO U.S. FIRMS, LONG MFG. CO. AND CLARK EQUIPMENT, AND "PROTOCOLS" SIGNED WITH SIX OTHERS. AGREEMENT WITH LONG MFG. CO. PROVIDES FOR ROMANIAN EXPORT TO US OF 35,000 FARM TRACTORS OVER NEXT 5 YEARS. ACCORD WITH CLARK EQUIPMENT WILL PERMIT MANUFACTURE IN ROMANIA OF VEHICLE TREADS.

3. ROLLWAY BEARINGS, ONE OF FIRMS AVRAM VISITED, CURRENTLY HAS TEAM IN BUCHAREST CONTINUING NEGOTIATIONS FOR SALE TO LIMITED OFFICIAL USE

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ROMANIA OF BEARING MANUFACTURING FACILITY. EXACT SCOPE

OF PROJECT STILL BEING DEFINED AS ROMANIANS STEADILY ADDING REQUESTS FOR ADDITIONAL TECHNOLOGY. AS PRESENTLY ENVISAGED, HOWEVER, ROLLWAY PROPOSAL ENVISAGES EXPORT OF UP TO \$52 MILLION IN U.S. EQUIPMENT. INTEGRAL PART OF PROPOSED AGREEMENT WOULD BE ROLLWAY COUNTERPURCHASE OVER 10 YEARS OF \$50 MILLION IN BEARINGS PRODUCED BY NEW FACILITY. ROLLWAY REP WILL REPORTEDLY APPROACH EXIM AS SOON AS ROMANIANS NAIL DOWN PRECISE REQUIREMENTS.

4. EMB WOULD BE PARTICULARLY INTERESTED IN INDICATION FROM GE AS TO WHERE ITS RELATIONSHIP WITH ROMANIANS NOW STANDS. BARNES

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Message Attributes

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Disposition Case Number: n/a
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Margaret P. Grafeld
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